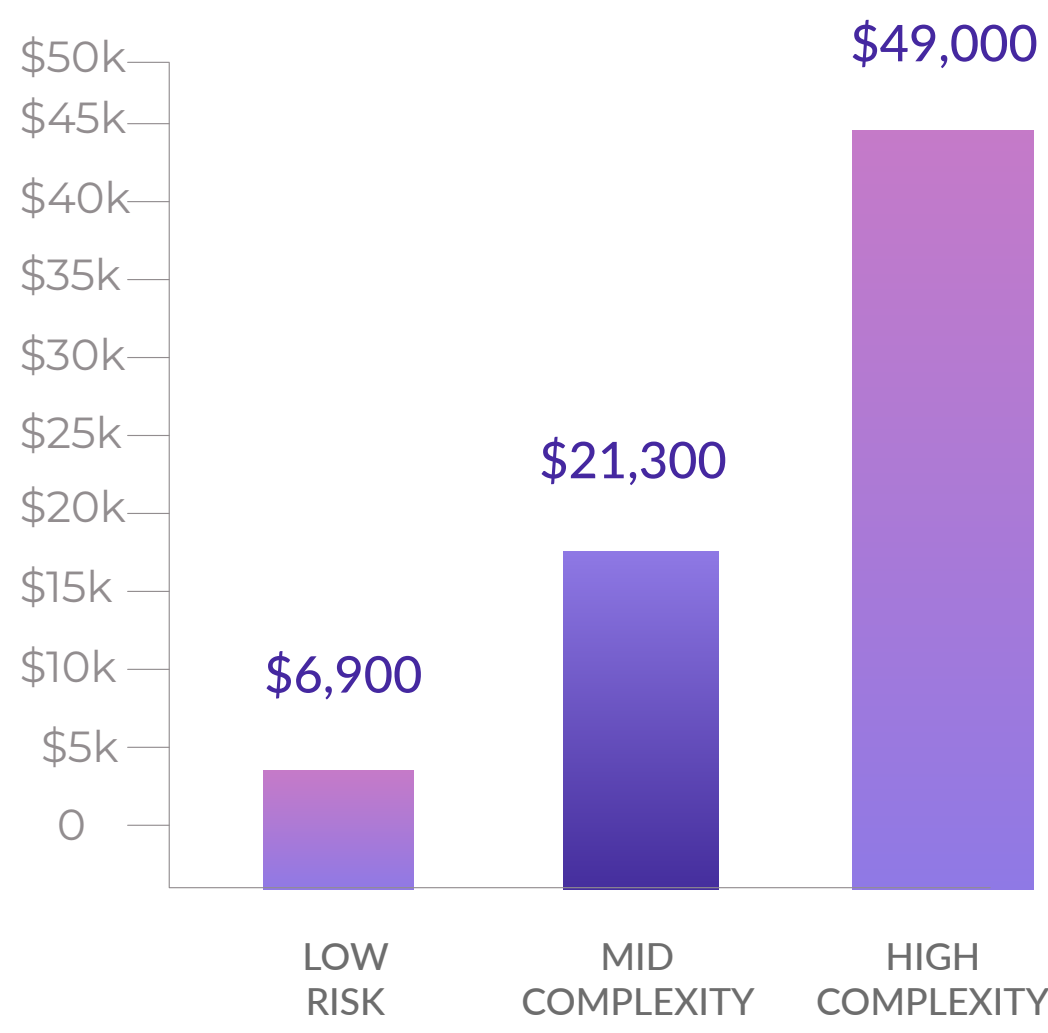


# THE COST OF POOR CONTRACT MANAGEMENT

WHAT YOU DON'T KNOW DEFINITELY HAS A PRICE TAG

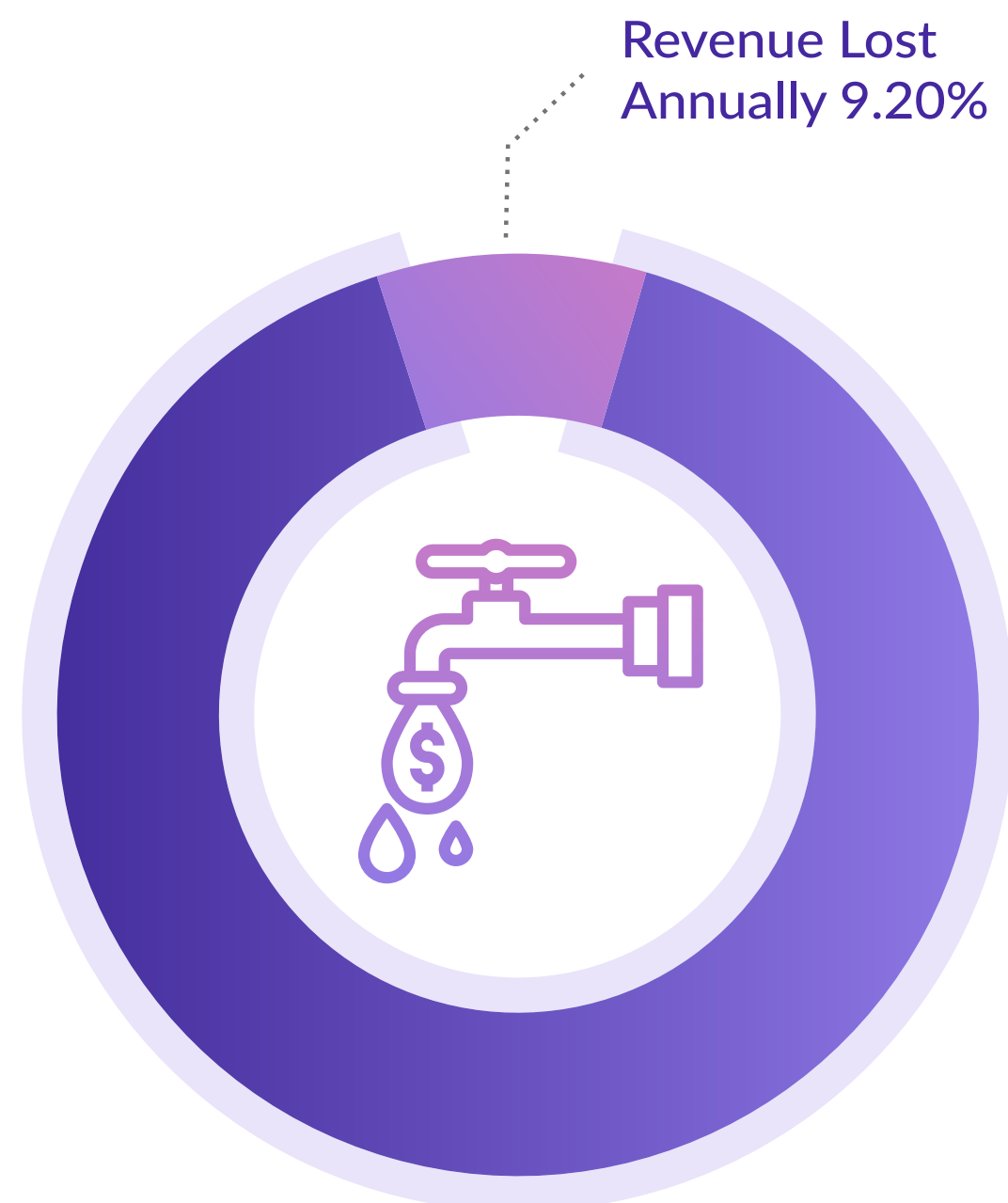
## THE PRICE OF A CONTRACT

According to WCC, the average cost of a low risk contract from authoring to signature is \$6,900 and that number has increased 38% over the past 6 years. The cost of a high risk contract comes in at a staggering \$49,000 per contract.



## LOST ANNUAL REVENUE

Poorly managed contracts are expensive, but they also erode annual income. An WCC study indicates that an average of 9.2% of annual revenue is lost due to contracting pitfalls, like slow negotiations and missed milestones. The percentage is even higher, up to 15%, for larger organizations



<https://www.worldcc.com/Resources/Content-Hub>

## MISSING CONTRACTS

A whopping 71% of companies are unable to find 10% or more of their contracts as reported by the Journal of Contract Management. Lost contracts can be very costly due to penalties, missed renewals, and other revenue-impacting governance.



<https://www.entrepreneur.com/article/195046>

## CONCLUSION

Poorly managed contracts don't just lead to inefficiency and risk. They are also costly in terms of time, revenue and missed opportunities. Malbek Contrax™ helps to improve your contracting efficiency and save you time and money. All those benefits are combined with a consumer-style user experience requiring no technical expertise.

